



Sturgis, Inc.

2115 Plainfield Ave. NE
Grand Rapids, Michigan 49505
Business (616) 363-7783
Business (800) 678-5512
Fax (616) 363-7109

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

August 26, 1992

Office of the Secretary
Federal Communications Commission
Attn: Docket No. 92-90
1919 M Street, N.W.
Washington, D.C. 20554

Cold calling is of great importance to those of us who work in real estate sales and who deal directly with the public. Also included in this category are stock brokers, insurance agents, charity solicitors, etc.

I cannot begin to tell you how devastating the restriction you are considering in Docket 92-90 would be, in that we no longer could call potential customers in our search for new business.

I have been on the receiving end of many unsolicited home telephone calls, office calls, home door knocking calls, and, frankly find it refreshing that people have the initiative to make a living by doing this.

Please, please do not impose this unnecessary restriction upon us. We already have too many restrictions mandated us by government and society.

Sincerely,



Each Office Is Independently Owned And Operated



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INFORMATION COMPLAINTS
ENFORCEMENT DIVISION
COMMUNICATIONS SECTION

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Sincerely,

Shellie Sturgis



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Sincerely,

Lillian Liko



Each Office Is Independently Owned And Operated



ERA

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ERA® GENTRY REAL ESTATE, INC. FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

September 1, 1992

Office of the Secretary
Federal Communications Commission
Attn: Docket No. 92-90
1919 M St. N.W.
Washington, D.C. 20554

RE: Docket #92-90, Telephone Consumer Protection act of 1991

To Whom This May Concern;

As a real estate agent I strongly oppose the above referenced act. Cold calling is an important part of our business. Person to person contact allows the public to ask questions regarding their real estate needs.

Sincerely Concerned,



Lynn Delamielleure

ERA Gentry Real Estate, Inc.

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INFORMAL COMPLAINTS
BRANCH
ENFORCEMENT DIVISION
COMMON CARRIER BUREAU



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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

22218 FORD ROAD
DEARBORN HEIGHTS, MI 48127-2493
TELEPHONE: (313) 565-3200
FAX: (313) 565-2369

September 1, 1992

Office of the Secretary
Federal Communications Commission
Attn: Docket No. 92-90
1919 M St. N.W.
Washington, D.C. 20554

Re: Docket No. 92-90
Telephone Consumer Protection Act of 1991.

To Whom It May Concern:

It has been brought to my attention that the Federal Communications Commission is considering restrictions on person to person solicitation of residential homes.

"Cold Calling" is an integral part of my business and the residential real estate industry in general. A key part of the residential real estate business involves using the telephone for person to person solicitations.

Restricting these calls would cut deeply into my personal business and ultimately my earnings.

I strongly urge you not to legislate restrictions on the established practice of "Cold Calling."

Sincerely yours,

Janice Standifer

INFORMAL COMPLAINTS
BRANCH
ENFORCEMENT DIVISION
COMMON CARRIER BUREAU

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REALTY WORLD® – Van's
9995 E. Grand River, Brighton, MI 48116
Telephone: (313) 227-3455

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

August 31, 1992

TO: Office of the Secretary
Federal Communications Commission

RE: Docket No. 92-90, Telephone Consumer Protection Act of 1991

We in the real estate profession are greatly concerned about restrictions on person to person telephone solicitations.

Cold calling is a key part of the residential real estate business. Talking to people gets a better response than mailings that could easily be pitched and never opened.

The percentage of complaints we get is very minimal compared to the business telephoning generates for our office.

Please do not restrict person to person telephone solicitations.

LAKESIDE REALTY

500 EAST HURON RIVER DRIVE
BELLEVILLE, MICHIGAN 48111
(313) 699-1020

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

September 2, 1992

Office of the Secretary
Federal Communications Commission
Attn: Docket No. 92-90
1919 M St. N.W.
Washington, D.C. 20554

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SEP 8 1 39 PM '92
INFORMAL COMPLAINTS
ENFORCEMENT DIVISION
COMMON CARRIER BUREAU

Dear Sirs:

Regarding "Docket No. 92-90, Telephone Consumer Protection Act of 1991".
We as realtors, are very much against the passage of the Telephone Consumer Protection Act of 1991.

With our grueling schedules, it is impossible for us to go door to door. We are here to serve the public by marketing and selling their businesses and residences.

A brief telephone conversation - either yes, we are interested in selling our homes, or no, we are not, is all the time needed for person-to-person solicitations.

The telephone, is our most effective tool in servicing the community.

Please do not squeeze off our lifes blood by banning telephone solicitations.

Thank you,

Manuel Matthews (Sales Rep.)

*Lakeside Realty
500 E Huron River Drive
Belleville, Mich. 48111*

*In my 15 years of experience - no one
has every been upset that I called.*

LAKESIDE REALTY

500 EAST HURON RIVER DRIVE
BELLEVILLE, MICHIGAN 48111
(313) 699-1020

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

September 2, 1992

Office of the Secretary
Federal Communications Commission
Attn: Docket No. 92-90
1919 M St. N.W.
Washington, D.C. 20554

Dear Sirs:

Regarding "Docket No. 92-90; Telephone Consumer Protection Act of 1991".
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solicitations.

The telephone, is our most effective tool in servicing the community.

Please do not squeeze off our lifes blood by banning telephone solicitations.

Thank you,

Barbara Losham
Associate Realtor

LAKESIDE REALTY

500 EAST HURON RIVER DRIVE
BELLEVILLE, MICHIGAN 48111
(313) 699-1020

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

September 2, 1992

Office of the Secretary
Federal Communications Commission
Attn: Docket No. 92-90
1919 M St. N.W.
Washington, D.C. 20554

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The telephone, is our most effective tool in servicing the community.

Please do not squeeze off our lifes blood by banning telephone solicitations.

Thank you,

Shirley Jane Kyzalce

145662

38754 Leo Ct.
Livonia, Mi 48154
Aug. 30, 1992

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Office of the Secretary SEP 3 4 39 PM '92
Federal Communications Com.
Attn: Rocket No 42-90
1919 M St. N.W.
Washington, D.C. 20554

INFORMAL COMPLAINTS
BRANCH
ENFORCEMENT DIVISION
COMMON CARRIER BUREAU

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Dear Mr. Secretary,

I'm sure you have many responsibilities to fulfill; so do I. As a realtor, one way I develop my business is through cold calls. When I call I spend two (2) hours on any given day and invariably run into 1-2 cranky people out of a total of 100-150 calls made. I work in a 45 agent office and am the ONLY high-volume cold caller. Many agents in my office have never made one cold call in their entire careers spanning 20-30+ years. I thought you'd like these statistics, since I think they are typical of the real estate industry in general. The first home I sold was the result of cold calling. If you are concerned about the economy, please don't regulate away my freedom to do cold calls.

I am opposed to computer-generated solicitations; I don't personally like the robot-tone and lack of personal appeal when the Sears computer calls notifying me that my order has arrived. Computerized calls are illegal in Michigan (solicitations) and I'm glad - primarily because I think phones would ring off the hook with this method. Since most people hate cold calling, they would

probably be glad to pay someone to set up
the computerized solicitation system for them.
Don't get me wrong - we have a home computer
that I use wimp deep in my real estate
efforts.

In Regard to Docket No 92-90, Telephone
Consumer Protection Act of 1991, please preserve
my right to solicit real estate sales by
telephone; it has certainly helped the
economy in my home!

Sincerely,
Linda Lettredge

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SEP 18 1992 8/28/92

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Please fax all cold calling

Thank you,

Nancy J. Post

NANCY J. POST REAL ESTATE

P.O. BOX 137

WESTMINSTER STATION, VERMONT 05159

802-722-4813



Ambassador
20755 Greenfield
Southfield, Michigan 48075
(313) 569-1212

Gregory Pope

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INFORMAL COMPLAINTS
BRANCH
ENFORCEMENT DIVISION
COMMON CARRIER BUREAU

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Dear Sir,

I am writing in regard to
"Docket No. 92-90. Telephone Consumer
Protection Act of 1991". "Cold" calling
is a vital function of my business.
There is no better way to reach the
homeowners than with a pleasant call.
Otherwise, we Realtors would be crippled
and unable to earn a living.

One of the cornerstones of the
Residential Real Estate industry is
the "Cold" Call. We instruct all of
our new agents in proper tele prospecting.
Their success is directly related to the
skill in which they can handle this
vital function.

I have been a full time professional
Real Estate practitioner in excess of 12 years.
"Cold" calling is still a almost daily duty
to expand my business opportunities. Please
don't restrict or cripple those hard working
professionals as myself.

Sincerely,
Gregory Pope